

MARTEN TRANSPORT ANNOUNCES FOURTH QUARTER AND YEAR END RESULTS

MONDOVI, Wis., January 27, 2025 (GLOBE NEWSWIRE) -- Marten Transport, Ltd. (Nasdaq/GS:MRTN) today reported net income of \$5.6 million, or 7 cents per diluted share, for the fourth quarter ended December 31, 2024, compared with \$12.4 million, or 15 cents per diluted share, for the fourth quarter of 2023. The 2024 fourth-quarter earnings improved 50.1% sequentially from 2024 third-quarter net income of \$3.8 million, or 5 cents per diluted share. For the year ended December 31, 2024, net income was \$26.9 million, or 33 cents per diluted share, compared with \$70.4 million, or 86 cents per diluted share, for 2023.

Operating revenue was \$230.4 million for the fourth quarter of 2024 compared with \$268.2 million for the fourth quarter of 2023. Excluding fuel surcharges, operating revenue was \$202.9 million for the 2024 quarter compared with \$229.4 million for the 2023 quarter. Fuel surcharge revenue decreased to \$27.6 million for the 2024 quarter from \$38.8 million for the 2023 quarter.

Operating revenue was \$963.7 million for 2024 compared with \$1.131 billion for 2023. Excluding fuel surcharges, operating revenue was \$840.0 million for 2024 compared with \$972.0 million for 2023. Fuel surcharge revenue decreased to \$123.7 million for 2024 compared with \$159.4 million for 2023.

Operating income was \$6.7 million for the fourth quarter of 2024 compared with \$15.7 million for the fourth quarter of 2023. The 2024 fourth-quarter operating income improved 57.6% from operating income of \$4.3 million for the third quarter of 2024.

Operating income was \$33.2 million for 2024 compared with \$90.1 million for 2023.

Operating expenses as a percentage of operating revenue were 97.1% for the 2024 fourth quarter and 94.2% for the 2023 fourth quarter. Operating expenses as a percentage of operating revenue, with both amounts net of fuel surcharges, were 96.7% for the 2024 fourth quarter and 93.2% for the 2023 fourth quarter – compared with 97.9% for the third quarter of 2024.

Operating expenses as a percentage of operating revenue were 96.6% for 2024 and 92.0% for 2023. Operating expenses as a percentage of operating revenue, with both amounts net of fuel surcharges, were 96.0% for 2024 and 90.7% for 2023.

Executive Chairman Randolph L. Marten stated, “We are encouraged by this quarter being the first quarter with sequential improvement in each of our net income, operating income and operating ratio, net of fuel surcharges, since the second quarter of 2022, a period that preceded the freight market recession’s severe inflationary operating costs, freight rate reductions and freight network disruptions. Our people also drove sequential increases this quarter in our revenue per tractor, rate per total mile and miles per tractor within each of our truckload and dedicated operations.”

“We continue to focus on minimizing the freight market’s impact on our operations while investing in and positioning our operations to capitalize on profitable organic growth opportunities, with fair compensation for our premium services, across each of our business operations for what comes next in the freight cycle as the market moves toward equilibrium.”

[Current Investor Presentation](#)

Marten Transport, with headquarters in Mondovi, Wis., is a multifaceted business offering a network of refrigerated and dry truck-based transportation capabilities across Marten’s five distinct business platforms - Truckload, Dedicated, Intermodal, Brokerage and MRTN de Mexico. Marten is one of the leading temperature-sensitive truckload carriers in the United States, specializing in transporting and distributing food, beverages and other consumer packaged goods that require a temperature-controlled or insulated environment. The

Company offers service in the United States, Mexico and Canada, concentrating on expedited movements for high-volume customers. Marten's common stock is traded on the Nasdaq Global Select Market under the symbol MRTN.

This press release contains certain statements that may be considered forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include a discussion of Marten's prospects for future growth and by their nature involve substantial risks and uncertainties, and actual results may differ materially from those expressed in such forward-looking statements. Important factors known to the Company that could cause actual results to differ materially from those discussed in the forward-looking statements are discussed in Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2023. The Company undertakes no obligation to correct or update any forward-looking statements, whether as a result of new information, future events or otherwise.

CONTACTS: Tim Kohl, Chief Executive Officer, Doug Petit, President, and Jim Hinnendael, Executive Vice President and Chief Financial Officer, of Marten Transport, Ltd., 715-926-4216.

MARTEN TRANSPORT, LTD.
CONSOLIDATED CONDENSED BALANCE SHEETS

(In thousands, except share information)	December 31, 2024	December 31, 2023
	(Unaudited)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 17,267	\$ 53,213
Receivables:		
Trade, net	89,992	105,501
Other	5,364	10,356
Prepaid expenses and other	25,888	27,512
Total current assets	138,511	196,582
Property and equipment:		
Revenue equipment, buildings and land, office equipment and other	1,198,737	1,162,336
Accumulated depreciation	(370,124)	(370,103)
Net property and equipment	828,613	792,233
Other noncurrent assets	1,633	1,524
Total assets	\$ 968,757	\$ 990,339
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 25,781	\$ 36,516
Insurance and claims accruals	44,246	47,017
Accrued and other current liabilities	23,492	26,709
Total current liabilities	93,519	110,242
Deferred income taxes	107,034	122,462
Noncurrent operating lease liabilities	282	249
Total liabilities	200,835	232,953
Stockholders' equity:		
Preferred stock, \$.01 par value per share; 2,000,000 shares authorized; no shares issued and outstanding	-	-
Common stock, \$.01 par value per share; 192,000,000 shares authorized; 81,463,938 shares at December 31, 2024, and 81,312,168 shares at December 31, 2023, issued and outstanding	815	813
Additional paid-in capital	52,941	49,789
Retained earnings	714,166	706,784
Total stockholders' equity	767,922	757,386
Total liabilities and stockholders' equity	\$ 968,757	\$ 990,339

MARTEN TRANSPORT, LTD.
CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS
(Unaudited)

(In thousands, except per share information)	Three Months		Year	
	Ended December 31, 2024	2023	2024	2023
Operating revenue	\$ 230,432	\$ 268,222	\$ 963,708	\$ 1,131,455
Operating expenses (income):				
Salaries, wages and benefits	83,009	91,350	341,732	378,818
Purchased transportation	39,231	47,259	169,142	199,334
Fuel and fuel taxes	32,992	42,731	147,143	180,437
Supplies and maintenance	14,331	16,120	63,337	67,411
Depreciation	27,528	28,748	111,653	116,722
Operating taxes and licenses	2,683	2,708	10,302	11,053
Insurance and claims	15,134	15,209	53,109	56,014
Communications and utilities	2,195	2,524	9,029	10,149
Gain on disposition of revenue equipment	(387)	(1,802)	(4,971)	(13,612)
Other	6,989	7,718	30,012	35,019
Total operating expenses	223,705	252,565	930,488	1,041,345
Operating income	6,727	15,657	33,220	90,110
Other	(394)	(868)	(3,126)	(3,806)
Income before income taxes	7,121	16,525	36,346	93,916
Income taxes expense	1,488	4,126	9,424	23,543
Net income	\$ 5,633	\$ 12,399	\$ 26,922	\$ 70,373
Basic earnings per common share	\$ 0.07	\$ 0.15	\$ 0.33	\$ 0.87
Diluted earnings per common share	\$ 0.07	\$ 0.15	\$ 0.33	\$ 0.86
Dividends declared per common share	\$ 0.06	\$ 0.06	\$ 0.24	\$ 0.24

MARTEN TRANSPORT, LTD.
SEGMENT INFORMATION
(Unaudited)

	Three Months Ended December 31,		Dollar Change Three Months Ended December 31,	Percentage Change Three Months Ended December 31,
	2024	2023	2024 vs. 2023	2024 vs. 2023
(Dollars in thousands)				
Operating revenue:				
Truckload revenue, net of fuel surcharge revenue	\$ 93,106	\$ 95,461	\$ (2,355)	(2.5)%
Truckload fuel surcharge revenue	14,188	18,023	(3,835)	(21.3)
Total Truckload revenue	<u>107,294</u>	<u>113,484</u>	<u>(6,190)</u>	<u>(5.5)</u>
Dedicated revenue, net of fuel surcharge revenue	64,997	77,731	(12,734)	(16.4)
Dedicated fuel surcharge revenue	11,391	17,310	(5,919)	(34.2)
Total Dedicated revenue	<u>76,388</u>	<u>95,041</u>	<u>(18,653)</u>	<u>(19.6)</u>
Intermodal revenue, net of fuel surcharge revenue	11,238	15,610	(4,372)	(28.0)
Intermodal fuel surcharge revenue	1,971	3,467	(1,496)	(43.1)
Total Intermodal revenue	<u>13,209</u>	<u>19,077</u>	<u>(5,868)</u>	<u>(30.8)</u>
Brokerage revenue	<u>33,541</u>	<u>40,620</u>	<u>(7,079)</u>	<u>(17.4)</u>
Total operating revenue	<u>\$ 230,432</u>	<u>\$ 268,222</u>	<u>\$ (37,790)</u>	<u>(14.1)%</u>
Operating income/(loss):				
Truckload	\$ 1,821	\$ 2,487	\$ (666)	(26.8)%
Dedicated	4,073	9,234	(5,161)	(55.9)
Intermodal	(1,502)	296	(1,798)	(607.4)
Brokerage	2,335	3,640	(1,305)	(35.9)
Total operating income	<u>\$ 6,727</u>	<u>\$ 15,657</u>	<u>\$ (8,930)</u>	<u>(57.0)%</u>
Operating ratio:				
Truckload	98.3%	97.8%		
Dedicated	94.7	90.3		
Intermodal	111.4	98.4		
Brokerage	93.0	91.0		
Consolidated operating ratio	<u>97.1%</u>	<u>94.2%</u>		
Operating ratio, net of fuel surcharges:				
Truckload	98.0%	97.4%		
Dedicated	93.7	88.1		
Intermodal	113.4	98.1		
Brokerage	93.0	91.0		
Consolidated operating ratio, net of fuel surcharges	<u>96.7%</u>	<u>93.2%</u>		

MARTEN TRANSPORT, LTD.
SEGMENT INFORMATION
(Unaudited)

	Year Ended December 31,		Dollar Change Year Ended December 31,	Percentage Change Year Ended December 31,
	2024	2023	2024 vs. 2023	2024 vs. 2023
(Dollars in thousands)				
Operating revenue:				
Truckload revenue, net of fuel surcharge revenue	\$ 377,452	\$ 395,565	\$ (18,113)	(4.6)%
Truckload fuel surcharge revenue	62,340	69,910	(7,570)	(10.8)
Total Truckload revenue	<u>439,792</u>	<u>465,475</u>	<u>(25,683)</u>	<u>(5.5)</u>
Dedicated revenue, net of fuel surcharge revenue	267,077	334,962	(67,885)	(20.3)
Dedicated fuel surcharge revenue	52,058	73,310	(21,252)	(29.0)
Total Dedicated revenue	<u>319,135</u>	<u>408,272</u>	<u>(89,137)</u>	<u>(21.8)</u>
Intermodal revenue, net of fuel surcharge revenue	49,468	75,887	(26,419)	(34.8)
Intermodal fuel surcharge revenue	9,286	16,191	(6,905)	(42.6)
Total Intermodal revenue	<u>58,754</u>	<u>92,078</u>	<u>(33,324)</u>	<u>(36.2)</u>
Brokerage revenue	<u>146,027</u>	<u>165,630</u>	<u>(19,603)</u>	<u>(11.8)</u>
Total operating revenue	<u>\$ 963,708</u>	<u>\$ 1,131,455</u>	<u>\$ (167,747)</u>	<u>(14.8)%</u>
Operating income/(loss):				
Truckload	\$ 3,283	\$ 24,835	\$ (21,552)	(86.8)%
Dedicated	23,037	48,377	(25,340)	(52.4)
Intermodal	(3,922)	(156)	(3,766)	(2,414.1)
Brokerage	10,822	17,054	(6,232)	(36.5)
Total operating income	<u>\$ 33,220</u>	<u>\$ 90,110</u>	<u>\$ (56,890)</u>	<u>(63.1)%</u>
Operating ratio:				
Truckload	99.3%	94.7%		
Dedicated	92.8	88.2		
Intermodal	106.7	100.2		
Brokerage	92.6	89.7		
Consolidated operating ratio	<u>96.6%</u>	<u>92.0%</u>		
Operating ratio, net of fuel surcharges:				
Truckload	99.1%	93.7%		
Dedicated	91.4	85.6		
Intermodal	107.9	100.2		
Brokerage	92.6	89.7		
Consolidated operating ratio, net of fuel surcharges	<u>96.0%</u>	<u>90.7%</u>		

MARTEN TRANSPORT, LTD.
OPERATING STATISTICS
(Unaudited)

	Three Months		Year	
	Ended December 31,		Ended December 31,	
	2024	2023	2024	2023
Truckload Segment:				
Revenue (in thousands)	\$ 107,294	\$ 113,484	\$ 439,792	\$ 465,475
Average revenue, net of fuel surcharges, per tractor per week ⁽¹⁾	\$ 4,227	\$ 4,183	\$ 4,123	\$ 4,377
Average tractors ⁽¹⁾	1,676	1,737	1,751	1,733
Average miles per trip	535	533	533	519
Non-revenue miles percentage ⁽²⁾	11.8%	12.4%	12.1%	12.4%
Total miles (in thousands)	39,147	39,278	158,985	155,929
Dedicated Segment:				
Revenue (in thousands)	\$ 76,388	\$ 95,041	\$ 319,135	\$ 408,272
Average revenue, net of fuel surcharges, per tractor per week ⁽¹⁾	\$ 3,841	\$ 3,895	\$ 3,767	\$ 3,936
Average tractors ⁽¹⁾	1,288	1,518	1,356	1,632
Average miles per trip	313	335	319	335
Non-revenue miles percentage ⁽²⁾	1.5%	1.2%	1.3%	1.2%
Total miles (in thousands)	26,799	31,215	110,681	133,163
Intermodal Segment:				
Revenue (in thousands)	\$ 13,209	\$ 19,077	\$ 58,754	\$ 92,078
Loads	3,803	5,289	16,975	25,160
Average tractors	88	133	110	159
Brokerage Segment:				
Revenue (in thousands)	\$ 33,541	\$ 40,620	\$ 146,027	\$ 165,630
Loads	21,749	23,594	89,138	91,077
At December 31, 2024 and December 31, 2023:				
Total tractors ⁽¹⁾	3,006	3,349		
Average age of company tractors (in years)	1.9	1.9		
Total trailers	5,440	5,653		
Average age of company trailers (in years)	5.3	4.6		
Ratio of trailers to tractors ⁽¹⁾	1.8	1.7		
Total refrigerated containers	786	787		
(In thousands)				
	Three Months		Year	
	Ended December 31,		Ended December 31,	
	2024	2023	2024	2023
Net cash provided by operating activities	\$ 23,793	\$ 38,045	\$ 134,814	\$ 164,378
Net cash used for investing activities	(44,891)	(48,070)	(152,138)	(172,540)
Net cash used for financing activities	(4,625)	(4,829)	(18,622)	(19,225)
Weighted average shares outstanding:				
Basic	81,457	81,309	81,406	81,272
Diluted	81,507	81,418	81,472	81,413

(1) Includes tractors driven by both company-employed drivers and independent contractors. Independent contractors provided 88 and 94 tractors as of December 31, 2024 and 2023, respectively.

(2) Represents the percentage of miles for which the company is not compensated.